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AN INTERNATIONAL CENTER FOR SOIL FERTILITY AND AGRICULTURAL DEVELOPMENT REPORT

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Agricultural Input Dealer Training and Development Project (AIDTDP)
FINAL REPORT

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*An International Center for Soil Fertility
and Agricultural Development*

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Acronyms

ACTED	Agence d'Aide a la Cooperation Technique et au Developpement
AIB	Agricultural Information Bank
AIDTDP	Agricultural Input Dealers Training and Development Project (AIDTDP)
AISP	Agricultural Input Supply Program
AKDN	Aga Khan Development Network
AMPS	Agricultural Production and Marketing Support Project
AN	Ammonium nitrate
AS	Ammonium sulfate
ASP	Ammoniated superphosphate
BADA	Balkh Agri-Input Dealers Association
CADG	Central Asia Development Group
CAN	Calcium ammonium nitrate
CIMMYT	International Maize and Wheat Improvement Center
CoAR	Coordination of Afghan Relief
COP	Chief of party
CPPs	Crop protection products
DAP	Diammonium phosphate
FAI	Fertilizer Association of India
FAO	Food and Agriculture Organization of the United Nations
f.o.b.	free on board
GADA	Ghazni Agri-Input Dealers Association
GDP	Gross Domestic Product
GOA	Government of Afghanistan
HERADA	Herat Agri-Input Dealers Association
ICARDA	International Center for Agricultural Research in the Dry Areas
IFDC	An International Center for Soil Fertility and Agricultural Development
KADA	Kabul Agri-Input Dealers Association
MAAH	Ministry of Agriculture and Animal Husbandry
MAAHF	Ministry of Agriculture, Animal Husbandry and Food

MIS	Marketing Information System
MOP	Muriate of potash
mt	metric ton
NADA	Nengarhar Agri-Input Dealers Association
NAIDA	National Agri-Input Dealers Association
NAPCOD	New Afghanistan Project for Cotton and Oil Development
NGOs	Non-governmental organizations
OHP	Overhead projector
PRT	Provincial Reconstruction Team
RAMP	Rebuilding Agricultural Markets Program (Afghanistan)
SOP	Sulfate of potash
SSP	Single superphosphate
TSP	Triple superphosphate
USAID	United States Agency for International Development
VARA	Voluntary Association for the Rehabilitation of Afghanistan

Agri-Input Dealers Training and Development Project (AIDTDP)
(RAMP Subcontract No. 306-C-00-03-00502-00-IFDC)

Executive Summary

Introduction

Afghanistan is primarily an agricultural country. More than 80% of the population is in rural areas, and agriculture, the major source of employment, accounts for about 50% of Afghanistan's gross domestic product (GDP). During the past two decades and until early this century, most of the agricultural and marketing infrastructure in Afghanistan was destroyed.

In 2003, the United States Agency for International Development (USAID) initiated the Rebuilding Agricultural Markets Program (RAMP) in an effort to rehabilitate and revitalize the agriculture sector and supporting infrastructure. A major priority was improvement in the effectiveness and efficiency of agricultural input markets, an essential requirement needed to expand farmer knowledge and use of improved production technologies (including improved seeds, fertilizers, and crop protection products [CPPs]). IFDC, subcontractor to Chemonics/RAMP, designed and implemented the Agri-Input Dealers Training and Development Project (AIDTDP) during the period February 2004 through March 2006. The total cost incurred by IFDC under AIDTDP was \$2.15 million. This end-of-project report provides information that may be useful in assessing the progress achieved, lessons learned, and remaining challenges in development of the agricultural input markets in Afghanistan.

Project Goal, Purpose, and Objectives

The AIDTDP goal was to *improve the productivity of agriculture and agriculture production*. The project purpose was to *accelerate the use of appropriate yield-enhancing technologies through a more efficient and effective agri-input marketing system*. The project objectives included: *(1) improve agri-input business knowledge and skills and technical knowledge of agri-input dealers, (2) improve market transparency on agri-inputs, (3) enhance the supply of agri-inputs, and (4) develop trade associations at the provincial and national levels*.

The project was expected to make an immediate contribution to food security gains and improved rural incomes by improving farmer access to and the use of yield-enhancing inputs. Improved efficiency and effectiveness of the agricultural input markets were essential to achieve the project goal, purpose, and objectives. IFDC's basic philosophy under AIDTDP was to accelerate and expand private sector participation and investment in agricultural input marketing.

Project Activities

The AIDTDP project focused on increased private sector participation and investment in markets. The following activity targets were established:

1. Training of 2,000 Agri-Input Dealers

A total of 2,521 agri-input dealers participated in and completed formal training programs under AIDTDP. This level of training is 126% of the target. Human capacity-building activities included (a) a series of formal, targeted training programs, (b) on-the-job training and linkage of private entrepreneurs and development agencies, and (c) preparation and supply of capacity-building educational materials to agri-input dealers and farmers.

2. Establish Five Private Sector Associations

A total of seven associations were organized and functioning well at the end of AIDTDP; the level of achievement is 140% of target. IFDC worked with the private sector dealers and provided the requisite technical assistance that resulted in the development of five provincial level and one national level agri-input dealer trade associations.

3. Market Transparency Improved

IFDC began (early in the project implementation period) to improve transparency in agri-inputs markets through the collection and dissemination of market information that is essential to enable the private sector to respond to market conditions. Information was collected from the Afghanistan markets as well as from international markets and disseminated to stakeholders via bulletins, training programs, association meetings, and direct one-on-one contacts.

4. **Business Linkages Developed**

Through AIDTDP, IFDC worked for the development of linkages of trained agri-input dealers with importers, wholesale suppliers, extension agents, non-governmental organizations (NGOs), and development agencies in Afghanistan and in neighboring countries. Study tours to Pakistan and India established opportunities for business linkages that will enable Afghanistan dealers to better access agricultural input supplies and emerging technologies.

Geographic Focal Areas

AIDTDP project activities made a national impact; albeit the activities were focused on five key agricultural provinces: Ghazni, Helmand, Kunduz, Nengarhar, and Parwan. The selection of the project priority provinces was based upon the role of agriculture in each province and the perceived potential for private sector development. In the case of Kabul, the presence of authorities responsible for policy and regulatory decision-making was the important consideration.

Summary of Activities and Achievements

The progress achieved in agricultural input market development during the AIDTDP was remarkable; this progress contributed substantially to the 2005 bumper crop of wheat and other cereals with an estimated production of 5.27 million mt.

Fertilizer consumption growth is an important indicator of the project impact. During the project, fertilizer consumption increased from 300,000 mt in 2004 to 415,000 mt in 2005, a growth of 38% against a target of 24%. The use of improved seed increased from 13,067 mt to 15,550 mt¹, an increase of 18.6%. CPP sales increased to \$2 million in 2005. Six province-level associations and one national-level association were established. Market transparency is improved with the dealers, government, and others getting reliable and current market information. Urea prices, and to a great extent diammonium phosphate (DAP) prices, remained stable throughout the year; shortages of fertilizer were not reported from any of the major markets. The enhancement of dealer business skills and product knowledge and the development

¹ Data are being confirmed.

of business contacts with suppliers resulted in improved performance of the marketing system. The fertilizer product mix available to farmers improved to include numerous NPK grades that are well suited for vegetables and high-analysis phosphate fertilizer—triple superphosphate (TSP). A key reason for the growth in agricultural input use was improved farmer access to advisory services, which resulted from expanded dealer networks and knowledge transfer to dealers achieved through the development and dissemination of more than 37,000 technical brochures and booklets. A brief summary of some of the key activities and achievements follows. The project:

- Trained more than 2,521 agri-input dealers, importers, retailers, and extension workers.
- Collaborated with the International Center for Agricultural Research in the Dry Areas (ICARDA), the Food and Agriculture Organization of the United Nations (FAO), and other NGOs to organize field demonstrations to demonstrate crop production and input use technologies.
- Published and disseminated more than 37,000 wall posters, charts, leaflets, and brochures on 20 different topics and distributed the materials to agri-input dealers, farmers, and extension workers.
- Conducted a market survey in 2004 to obtain current and reliable information on the status of dealer development and marketing infrastructure.
- Facilitated the formation and registration of six province-level and one national-level association of agri-input dealers. The executive members of the associations were trained in policy dialogue, business promotion, and networking.
- Facilitated the procurement of inputs from wholesale dealers and importers and trained the dealers in business negotiations.
- Initiated a marketing information system by collection and dissemination of current and reliable information on input and crop produce prices in Afghanistan and regional markets.
- Established a loan program under a job order from RAMP. Eight agri-input companies were given loans for seed production and fertilizer procurement.
- Business linkages between agri-input dealers, importers, producers, financial institutions, extension agents, and NGOs were established to promote business confidence and enhance business dealings.

Lessons Learned

The AIDTDP was a major development initiative to support improved agriculture productivity through rebuilding and revitalizing agricultural input markets. The lessons learned during project implementation included the following:

- A well-conceived project design, which is understood by all key collaborators, is essential to project success.
- The private sector will respond to appropriate stimuli and make the necessary investment of their own resources (time and capital) to take engage in market economy activities.
- Training activities that are properly tailored to the needs of the target audience are critical to increasing both the technical knowledge and business acumen of participants, and this increased knowledge is essential to the success of entrepreneurs, including expansion of their ability to provide sound crop production advisory services to farmers.
- Market transparency is essential to proper functioning of markets; the improved awareness by Afghan dealers of supply sources, prices, and supply situation played a key role in the competitiveness in agri-input markets and the expansion in market size.
- A market-oriented policy framework is essential to private sector participation. When provided with timely and accurate information on markets and sound analyses that support policy reform, the Government of Afghanistan (GOA) will implement pro-market policies.
- Credit for working capital requirements is essential to support agri-input dealers in Afghanistan.
- When provided proper access (physical and financial) to modern production technologies and knowledge about their use and benefits, farmers' demand for the technologies will increase rapidly.

Background

Following decades of intermittent conflict and government domination of commercial activities, agricultural production systems were extractive, resulting in a severely underperforming agriculture sector. The availability and farmer use of yield-enhancing technologies was limited. In 2002, agri-input dealers reported a sale of 170,000 mt of fertilizers (value: \$75 million) throughout Afghanistan. Most of the dealers were located in high agricultural potential areas. The product mix sold by dealers varied significantly from province to province; but at the national level, only 9% of dealers sold fungicides, 14% insecticides, 27% seeds, and 10% sold herbicides. The fertilizers sold in the market were limited to mainly urea and **diammonium phosphate (DAP)**. Product quality (e.g., poor physical and chemical quality) and mislabeling bags were problem areas. An IFDC survey conducted in 2002² indicated that the mean number of years of education of agri-input dealers ranges from 3.2 to 10.8; similarly the mean business experience ranged from 6.1 to 21.4 years. The technical knowledge and business management skills of agri-input dealers were weak and business links (among the supply chain) were grossly underdeveloped. The marketing system was ill-equipped to accelerate agri-input use in the country as further evidenced by farmers' lack of knowledge about recent developments in agri-technology.

USAID initiated the Rebuilding Agricultural Markets Program (RAMP) in an effort to rehabilitate and revitalize the agriculture sector and supporting infrastructure. Private sector development to support growth in the agriculture sector was a priority. RAMP was initiated in 2003 and, among other interventions, was expected to improve the effectiveness and efficiency of agricultural input markets as an essential requirement needed to expand farmer knowledge and use of improved production technologies (including improved seeds, fertilizers, and CPPs). IFDC designed and implemented the Agri-Input Dealers Training and Development Project (AIDTDP) during the period February 2004 through March 2006. The total cost incurred by IFDC in the design and implementation of AIDTDP was \$2.15 million. This end-of-project report provides information that may be useful in assessing the progress achieved, lessons

² 1,400 dealers surveyed.

learned, and remaining challenges in development of the agricultural input markets in Afghanistan.

The AIDTDP goal was to support the RAMP goal of improving the productivity of agriculture and agriculture production. The project purpose was *to accelerate the use of appropriate yield-enhancing technologies through a more efficient and effective agri-input marketing system*. The project objectives included: (1) improve agri-input business knowledge and skills and technical knowledge of agri-input dealers, (2) improve market transparency on agri-inputs, (3) enhance the supply of agri-inputs, and (4) develop trade associations at the provincial and national levels.

The project was expected to make an immediate contribution to food security gains and improved rural incomes by **enhancing** farmer access to and the use of yield-enhancing inputs. Improved efficiency and effectiveness of the agricultural input markets were essential to achieve the project goal, purpose, and objectives. IFDC's basic philosophy under AIDTDP was to accelerate and expand private sector participation and investment in agricultural input marketing.

AIDTDP Approach and Activities

The basic philosophy in the design and implementation was to expand private sector participation and investment in agricultural input markets. Broad-based stakeholder participation in the development process was emphasized, involving the GOA relevant donors, NGOs, commercial banks, private entrepreneurs, and farmers.

Priority activity areas included (1) human capacity development (technical knowledge and business acumen), (2) improving market transparency, (3) development and extension of business linkages, (4) improving the policy environment, (5) knowledge transfer to improve farmer demand for yield-enhancing technologies, and (6) credit system development. The project activities included collaboration with FAO, ICARDA, and CIMMYT on seed production, and ICARDA on technology demonstration plots. A summary of the deliverables, activities, and tasks completed is given below:

Training of Input Dealers

A total of 56 one-day training workshops were organized in 19 provinces, including five key agricultural provinces of Ghazni, Helmand, Kunduz, Nengarhar and Parwan, to cover five rounds of the training curriculum. Province-wise, module-wise training workshops organized and numbers of participants are shown in Table 1. Details of Dealer Training Workshops conducted are shown in Annex 1.

Table 1. Province-Wise, Module-Wise Training Workshops Organized

S/No	Province	No. of Training Workshops	Round 1	Round 2	Round 3	Round 4	Round 5	Total Trainees
			Number of Trainees					
1	Parwan	5	65	43	43	40	53	244
2	Ghazni	4	62	57	36	33	-	188
3	Nengarhar	4	60	52	43	63	-	218
4	Balkh	4	47	39	26	60	-	172
5	Helmand	2	59	43	-	-	-	102
6	Kabul	5	61	37	46	36	52	232
7	Herat	4	64	42	47	49	-	202
8	Kapisa	5	53	37	31	23	55	199
9	Baghlan	3	47		40	48		135
10	Kunduz	4	69	47	52	38		206
11	Takhar	4	52	33	29	33		147
12	Kandahar	1	66					66
13	Faryab	1	33					33
14	Jawzjan, Sar-e-pul	1	25					25
15	Laghman	3	51		37	39		127
16	Logar	3	53		41	39		133
17	Maiden Wardak	1	50					50
18	Bamyan	1			29			29
19	(Bamyan)Yakawlang	1			13			13
Total		56	917	430	513	501	160	2,521

To offer on-the-spot advice and train dealers in aspects of bookkeeping, product handling and storage, and inventory management, and discuss issues of association formation, **on-the-job** training sessions were organized by the regional coordinators. Typically three to five important bazaars (markets) were selected in 20 provinces. In each bazaar, 5-20 dealers participated in the training sessions. A total of 31 **on-the-job** trainings were conducted and about 465 dealers participated during the AIDTDP.

The participants of on-the-spot trainings were the same agri-input dealers that participated in formal trainings; the total number of dealers trained remains unchangeable as shown in the Table 1. Province- and **bazaar-wise** details are given in Annex 3.

Preparation of training curriculum and farmer education literature was a priority to **facilitate** knowledge transfer. More than 20 technical documents were prepared in the form of handbooks, charts, posters, informational calendars, and leaflets under AIDTPD. All documents were translated in Dari and Pashto. As shown in Table 2, a total of **37,300** **copies** were distributed to project beneficiaries. Details of the publications are shown in Annex 2, **and some selected pictures shown in annex 8**

Table 2. Training Material and Technical Literature Prepared by AIDTDP

Training Materials and Technical literature Prepared			
No.	Type of Document	Number Printed	Beneficiaries
1	Agri-input recommendation charts for six zones (one for each zone)	4,300	Agri-input dealers, extension workers
2	Wheat booklets	14,000	Agri-input dealers, extension workers, farmers
3	Fertilizer booklet	2,000	Agri-input dealers, extension workers, farmers
4	IFDC/AIDTDP introduction leaflets	1,000	Agri-input dealers, extension workers, NGOs
5	Plant pests and disease control leaflets	5,000	Agri-input dealers, extension workers, farmers, MAAHF
6	AIDTDP calendar 2005 and 2006	3,000	Agri-input dealers, extension workers
7	Lime sulfur, codling moth and seed posters	4,000	Agri-input dealers, extension workers, plant protection dept, farmers
8	DAP use promotion stickers	2,000	Agri-input dealers, extension workers
9	Record keeping or register book	2,000	Agri-input dealers
	TOTAL	37,300	

Formal training programs, suited to the requirements of trainees and the prevailing conditions in the country, were worked out in consultation with agri-input dealers, resource persons, and MAAHF consisted of the following:

- Classroom-type formal discussions.
- Frequent use of audio-visuals (overhead projector, PowerPoint presentations, flip charts, and graphs) and question and answer sessions.

- Short-duration training workshops and **on-the-job** bazaar-wise training sessions for selected retail dealers.

For the convenience of agri-input dealers, the training curriculum was divided into five rounds. The agri-input dealers were advised to join all rounds of training program. Table 3 shows round-wise subjects of training curriculum discussed.

Table 3. Training Subjects or Curriculum by Round

First Round Curriculum	Second Round Curriculum	Third Round Curriculum	Fourth Round Curriculum	Fifth Round Curriculum
Introduction to AIDTDP/RAMP/IFDC	Dynamics of Seed Market in Afghanistan	Role of Plant Nutrients in Crop Production	Dynamic of Seed Market in Afghanistan	Association Role and Responsibilities
Diseases of Major Crops in Afghanistan	Sales and Marketing	Sales and Marketing	Association Development	Bookkeeping
Safe Handling of CPPs	Bookkeeping	Association Building	Credit Mobilization	Business Planning
Control of Sunn Pest and Grass Hoppers	Introduction of IFDC/AIDTDP	Introduction of IFDC/AIDTDP	Fertilizer Marketing in Afghanistan	Diseases of Major Crops in Afghanistan
Dynamics of Seed Marketing in Afghanistan	Business Planning	Fertilizer Marketing in Afghanistan	Regional and International Sources of Seed	Safe Use of CPP and Other Inputs
Handling, Storage and Marketing of Seed	Trade Association in Business Development			
Fertilizer Storage, Handling and Transportation	Fertilizer Marketing in Afghanistan			
Plant Nutrients in Crop Production				

A list of resource persons is given in Table 4.

Table 4. Resource Person and Subjects of Specialization

S/No	Name of Trainee Person	Position	Subjects of Specialization
1	Sharfuddin Sharaf	Ghazni Regional Coordinator	Fertilizer product knowledge and use methods.
2	Mr.Hashimi	Senior Agronomist	Product knowledge and use methods of improved seeds.
3	M.K.Kashmiri	Senior Training Coordinator	Safe handling and application of CPPs, bookkeeping, and association development.
4	Najibullah	Senior Training Manager	Farm implements, association development.
5	Salik	Nengarhar Regional Coordinator	Marketing of agri-inputs.
6	Yaqinee	Kandahar Regional Coordinator	Product knowledge and use methods of fertilizers.

Profile of Trainees

The target beneficiaries of the training programs are shown in Table 5. As indicated, a total of 2,521 participants received training. Of this total over 70% were dealers. In an effort to ensure consistency in knowledge transfer to farmers and improve understanding of the extension staff, 18% of the participants were from the extension department.

Table 5. Participants by Round of Training

No.	Round of Training	Dealers	Farmers	Extension	Agri+NGOs	Total
1	First round	683	14	141	78	916
2	Second round	294	4	104	28	430
3	Third round	349	8	117	39	513
4	Fourth round	352	12	105	32	501
5	Fifth round	118	3	28	11	161
	Total	1,796	167	495	188	2,521

Market Transparency Through Market Information

AIDTDP started the collection and dissemination of prevailing market price of agri-inputs and major crop produce in five priority provinces in year 2. Market prices were collected by the regional coordinators through trained dealers and processed in the IFDC Kabul data base section. The processed information translated in Dari and Pashto was supplied to agri-input dealers, government officials, NGOs, and other related officials and businesses. The availability

of current prices from a dependable source helped to improve the business transparency in the market. The price data sheet was supplied on a monthly basis. A copy of the MIS data sheet is attached as Annex 4.

Formation of Trade Associations

The agricultural input dealers were encouraged and assisted to form trade associations. Topics such as the role of associations in policy advocacy, business development, and provision of services to client farmers were discussed during dealer training. The dealers were educated on the process of election and role and responsibilities of executive members of an association. The process of association development included the following:

- Delivering the idea of association building to dealers.
- Discussion on the concept of association membership.
- Identification of potential leaders within the groups.
- Education of dealers on process of election by voting system.
- Associations Registration at the Ministry of Justice.
- Adoption of by-laws and facilitation in preparation of Vision and Mission Statements.

Training of Association Members

The process of formation of provincial-level trade associations was started in early 2005 and registration formalities completed in November 2005. The national association was formally launched in March 2006. AIDTDP-assisted trade associations and relevant details are shown in Table 6.

The agri-input dealers/members of the associations were trained on the following:

- Role and responsibility of association members.
- Role and responsibility of board of directors.
- Revenue generation and financing of association activities.
- Formation of working committees, and their functions.
- Policy dialogue with government and lobbying for policy reforms.
- Association management, business negotiations, and networking.

- Association sustainability.

Table 6. Details of AIDTDP-Assisted Trade Associations as of March 31, 2006

Name and Address of Association	Area of Operation	Number of Members	Date of Establishment	Date of Registration
Nengarhar Agri-Input Dealers Association (NADA) Jalalabad city	Nengarhar and Laghman Provinces	90	February 2005	January 2006
Ghazni Agri-Input Dealers Association (GADA) Ghazni city	Ghazni Province	60	July 2005	November 2005
Helmand Seed & CPP Dealers Association Lashkargah city	Helmand Province	40	July 2005	October 2005
Helmand Fertilizer Dealers Association Lashkargah city	Helmand Province	60	July 2005	January 2006
Kabul Agri-Input Dealers Association (KADA) Kabul city	Kabul Province	90	July 2005	October 2005
Balkh Agri-Input Dealers Association (BADA) Mazar-e-Sharif city	Balkh Province	50	August 2005	November 2005
Herat Agri-Input Dealers Association (HerADA) Herat city	Heart Province	60	July 2005	November 2005
National Agri-Input Dealers Association (NAIDA) Kabul city	All Afghanistan	Members of Provincial associations	March 2006	In progress

Development of Business Linkages

To develop business contacts and promote inputs trade, agri-input dealers and wholesale dealers were linked with importers, producers, extension workers, NGOs, credit providers, and government officials at the national and province level. A good beginning has been made in this direction as may be seen in Table 7. It is expected that the benefits occurring from business transactions will further intensify the business linkages.

Table 7. Development of Business Linkages of Dealers

No	Target Beneficiaries	Institution/Agency With Whom Linked	Type of Business Contacts
1.	Input dealer–Kabul	Roots of Peace	Sale of implements and spray pumps
2.	Fertilizer dealers–Kabul, Jalalabad, Kunduz and Balkh	NAPCOD (a French company)	Supply of DAP fertilizers
3.	Seed dealers	EuroPlant from Holland	Demonstration plots for promoting new varieties of Potato
4.	Fertilizer and CPP dealers–Helmand, Ghazni, Balkh, Kabul, Herat, Nengarhar	ENGRO Co., Pakistan	Compound fertilizers and field demonstrations on fertilizer use technologies
5.	Fertilizer dealers–Nengarhar	Nengarhar PRT	Supply of inputs to Jalalabad PRT
6.	Agri-input dealers and seed producers–Kabul, Kunduz,	AFC/RAMP	Credit mobilization for agri-input dealers and seed producers
7.	Agri-input dealers–Kabul, and North East	AIB/AKDN	Credit mobilization
8.	Agri-input dealers	AISP and AMPS Projects	Credit mobilization
9.	Agri-input dealers–All Afghanistan	MAAHF Extension department	For advice on crop production technologies
10.	Agri-input dealers–All Afghanistan	ACTED, ASP, ICARDA, CoAR, Swedish, VARA, etc.	For technical advice on crop production
11.	Agri-Input Dealers–All Afghanistan	AMPS	Supply of inputs to farmers
12.	Agri-Input Dealers	FAO	Supply of insecticides for control of locust and sunn pest
13.	Fertilizer and CPP dealers–Kabul, Ghazni, Herat, Nengarhar, Baghlan, Kunduz, Takhar	Fertilizer Association of India (FAI)	Fertilizer and CPP business linkages with input companies

Impact of Business Linkages

The business linkages developed by AIDTDP have started showing results. The trained agri-input dealers conducted the following business transactions as a result of business networking:

1. The agri-input dealer's supplied seeds to farmers sponsored by ICARDA, FAO, CADG, and **Merci Corps.**
2. Collaboration with seed growers for the production and sale of seeds in provinces of Herat, Kandahar, Kabul, Mazar-e-Sharif, and Kunduz.
3. Herat and Helmand agricultural input dealers supplied CPPs and spray equipment to farmers for control of locust and sunn pest under the FAO program.
4. The agricultural input dealers in the north have supplied seeds to farmers under the Agricultural Production and Marketing Support (AMPS) project.

- The agricultural input dealers met with the business executives of some input companies from Pakistan, India, and Iran in December 2005 to have dialogue on business linkages with regional suppliers.

Participation in Field Demonstration

Product demonstrations are a major promotional tool to accelerate knowledge transfer and encourage farmers to adopt improved agricultural production systems. The agri-input dealers participated in the field demonstration and field days organization by ICARDA, FAO, and Mercy Corps to witness the merits of adoption of modern crop production and input use technologies and to learn the right and safe methods and use of CPPs. AIDTDP also participated in several field demonstrations on wheat and vegetable crops to demonstrate the merits of use of proper amounts of inputs and methods of use of agri-inputs. Demonstrations organized by AIDTDP are summarized in Table 8.

Table 8. Details of AIDTDP Participation in Field Demonstrations

Field Demonstration/ Field Day	Location	Organized By	No. of IFDC Staff and Agri- Input Dealers Participated
Wheat (Seed)	Nengarhar (Behsood)	ICARDA	2 IFDC Staff, 4 Dealers
Potato	Nengarhar (Behsood)	ICARDA	1 IFDC Staff, 4 Dealers
Wheat (Seed)	Nengarhar (Surkhrod)	ICARDA	1 IFDC Staff
Wheat, Potato (Seed)	Nengarhar (Surkhrod)	ICARDA	1 IFDC Staff
Wheat, Potato (Seed)	Parwan (Charikar)	ICARDA	2 IFDC Staff, 4 Dealers
Wheat, Potato (Seed)	Helmand	ICARDA	2 IFDC Staff, 5 Dealers
Potato	Ghazni	ICARDA	1 IFDC Staff, 6 Dealers
Wheat	Ghazni	ICARD	1 IFDC Staff, 6 Dealers
Grape Orchard	Kabul, Parwan	Roots of Peace	2 IFDC Staff, 6 Dealers

AIDTDP Relations With the Government of Afghanistan and Other Related Agencies

Broad-based stakeholder participation in the AIDTDP was a priority and a key component of the development strategy. IFDC/AIDTDP staff developed and maintained good

working relations with MAAHF and the provincial Directorate of Agriculture. The government officers and extension staff were invited to the training workshops in their provinces and districts. Several AIDTDP training programs were inaugurated by the officials of the provincial government.

At the national level, AIDTDP maintained regular contacts with Director of Agriculture and other officials of MAAHF and kept them informed of the activities of dealer development and position of input supply.

AIDTDP staff developed good working relations with FAO, ICARDA, AISP, AMPS, and RAMP and had regular meetings/field visits to share experience and ideas about private sector development and the input supply situation.

AIDTDP collaborated with the AISP and AMPS projects and engaged the service of AIDTDP-trained, agri-input dealers for the supply of inputs. IFDC/AIDTDP staff also maintained excellent working relations with the RAMP staff and exchanged information as and when required.

Summary of AIDTDP Activities and Outputs

No	Activities	Outputs
1.	Establishment of AIDTDP Project Office, Regional offices in five keys provinces.	Well-operated AIDTDP offices at Kabul, Ghazni, Jalalabad, Helmand, Herat, and Balkh provinces and project office at Kabul.
2.	Market survey of Agri-Input Marketing System	Reliable and first-hand information on input marketing system and profile of agri-input dealers.
3.	Preparation of training material and farmer educational literature	Published 20 documents (posters, charts, handbills, leaflets) on product knowledge, storage, handling, business management, crop production, and input use technologies.
4.	Training of dealers, extension workers and others	A network of about 2,521 importers, whole sale and retail dealers, and extension workers with heightened skills in agri-input marketing and crop production technologies, established in Afghanistan.
5.	Participation in field demonstrations and field days conducted by ICARDA	Approximately 100 agri-input dealers were exposed to modern technologies of crop production and economical methods of proper use of agri-inputs in Jalalabad, Kunduz, Ghazni, Parwan, and Helmand provinces.
6.	Participation in field days organized by Root of Peace in Parwan province	Approximately 75 agri-input dealers improved their skills on input use technologies and use of spray equipment.
7.	Field demonstration on economical methods of use of agri-inputs Potato, Onion, Wheat, Carrot, Tomato and Cabbage in collaboration with Global Partners and Afghan Seed Production (AISP)	Right input use technologies and economic benefits of application of yield-enhancing inputs demonstrated on farmers' fields to enhance the rate of adoption at field level on wheat and selected vegetable crops.
8.	Provision of credit to selected importers and wholesale dealers under RAMP job order (transferred to AFC in February 2006)	Eight importers and wholesalers (two Kabul CPP importers and six ICARDA and GIA seed producers) in Kunduz province get credit resulting in increased turnover of input sales.
9.	Collection and dissemination of market price of agri-inputs (fertilizer, seed, CPPs), (and crop produce wheat, rice, vegetable oil).	Market transparency improved, through the provision of reliable and current price information to input dealers, importers, crop produce agents, officials of MAAH and provincial governments.
10.	Participation in review of seed laws, CPPs and fertilizer quality control organized by FAO and MAAH	Made contributions in the upgrading of seed laws, need for developing of fertilizer regulatory mechanism and policy reforms on fertilizer taxation.
11.	Promotion of business linkage of Afghan input dealers with related business and development agencies and study tours to Pakistan and India	The business relations of Afghan dealers with domestic importers, wholesale dealers, extension workers, NGOs, and neighboring international inputs supplies gets a boost and dealers get exposed to input marketing systems in India and Pakistan. Agri-input dealers enhance their business transactions through improved business contacts.
12.	Formation of provincial and national associations of input dealers	Seven Provincial Agro Dealers Associations formed and registered with relevant authorities, having elected leadership and well-trained executives put in place. A national agri-input dealers association formed and starts making progress in developing a network with provincial and regional associations. Association initiated policy advocacy and business development activities.

Expected Deliverables and Tasks Completed

The contractual requirement of providing the deliverables have been fully met though the activities as mentioned above. The expected deliverables and task completed are summarized below.

Deliverable	Tasks Completed
1. <i>Training of 350 agri-input dealers in five key agricultural states in year 1.</i>	Trained 350 wholesale dealers, retail dealers, importers and extension workers, and others in five provinces.
2. <i>Trained 1,500 additional dealers in remaining provinces of by the end of project.</i>	Trained 1,446 additional dealers, 495 extension workers, 188 NGOs, and 167 farmers in 15 other provinces of Afghanistan.
3. <i>Approximately 10% growth per annum in number of trained agri-input dealers and extension workers (from 1,436 in 2004 to 1,900 in 2006).</i>	A growth of 25% secured in number of trained input dealers.
4. <i>At least two sustainable trade associations in five priority provinces, five provincial/regional associates and one National Association will be developed. MIS activities will be transferred to associations.</i>	Seven Provincial Trade Associations, a national trade association of agricultural dealers have been established. MIS activity could not be fully transferred to national association/provincial associations because of the 3-month early closing of the project. Provincial associations have started doing work on MIS.
5. <i>Fertilizer consumption will increase in five priority provinces from 213,000 mt to 271,000 (increase of 58,000 mt) and from 87,000, mt to 103,000 mt in remaining states (increase of 1,600 mt).</i>	Fertilizer consumption increases to 415,000 mt in year 2006 from 300,000 in base year of 2004 witnessing a growth of 38% compared with target growth of 24%. Product-wise sales figures are given in Annex 5.
6. <i>An improved product mix at dealer's shop resulting from increased knowledge and information.</i>	The number of fertilizer products increased. Fertilizer products like Ammonium Nitrate, Nitrophos, NPK grades, and TSP and a number of seed varieties and CPP brands are now made available by the dealers.
7. <i>The supply of seeds will increase from 22% use level in 2002 to about 50% use level in year 2006.</i>	Sales of seed of wheat, other cereals and vegetables increased from gross value of \$13.5 million to \$18.5 million in 2006, registering a 37% growth.

8. *Pesticides and fungicides use level increase from 14% and 9% respectively to 35% in 2006.*

The supplies of pesticides and fungicides increased to an estimated quantity of 2 million kg/liter in 2005. Percentage growth cannot be worked in the absence of data for 2002

9 *The farm production will increase by 25%-35% both of food grains and high value crops due to improved supply of inputs.*

The estimated production of wheat and other cereals in 2005 was \$5.24 million a growth rate of 37% compared with 2002. Year-wise data on production of cereals are shown in Annex 6.

10. *Wheat production will increase by 192,000 (value \$19.2 million) over the life of the project.*

Wheat production was \$4.7 million mt in 2005, higher by 2,014 million mt over 2002 with a market value of \$ 269.8 million.

Impact Assessment, Lessons Learned, and Recommendations

Training and business networking of agri-input dealers, extension workers, NGOs, and farmers by AIDTDP have made a significant impact on improving the supply of agri-inputs, market transparency and enhancement of crop productivity in Afghanistan. The above is reinforced with the following data:

1. An increase of 38% in fertilizer consumption, 37% in use of improved seeds and an estimated sale of 2.0 million Kg/Ltr of CPPs have been witnessed in Afghanistan in the year 2005 compared with 2002.
2. Fertilizers, improved seeds and CPPs were available in almost all major agricultural markets in the country, and shortage was not reported during the year 2005.
3. The market price of urea, a widely used fertilizer, has remained stable during the entire marketing season of 2005. DAP prices also remained by and large stable particularly in the northern states. (Some rise in DAP price in the southern and eastern parts of the country can be linked to high transportation costs and poor demand). A graph showing monthly prices of urea and DAP for the months of July 2004 to January 2006 is shown in Annex 7.
4. The easy availability through the trained dealer network and increased use of yield-enhancing inputs, coupled with good rainfall, have contributed to a bumper crop of 5.2 million mt of cereals during the cropping season 2005. (As per FAO estimates, cereal production in the year 2005 was about 5.27 million mt, out of which wheat alone was 4.27 million mt.)

5. The training of agri-input dealers has directly impacted their business promotion and networking skills. This is demonstrated by the fact that AIDTDP-trained agri-input dealers are in the forefront in the supply of agri-inputs to international agencies and development projects (like AISP, FAO locust and sunn pest control, AMPS, etc.).
6. An active participation of trained agri-input dealers in the formation and registration of trade associations and initiation of business promotion activities by the executive members of the associations **shows** their responsiveness to training and development activities provided by AIDTDP.
7. Allocation of an important role of input supply and crop marketing to private dealers in the National Master Plan prepared by MAAHF shows the confidence that GOA has developed in private sector. The performance of the private sector in input supply and their training in business management and crop production technologies appear to have played its role in this important policy decision.
8. By developing business contacts with input suppliers in Pakistan and India, the agri-input dealers in Afghanistan have accelerated the emergence of a regional input market in South Asia.

Lessons Learned

The important lessons learned under AIDTDP relevant to USAID/RAMP and future USAID projects in Afghanistan.

1. Capacity building of private enterprises in agribusiness; credit management; crop production technologies; salesmanship; and handling, storage, and inventory management is the essential requirements to develop a competitive private sector lead marketing system in Afghanistan.
2. Well-established and trained trade associations with enhanced capacity in policy advocacy business networking with domestic and regional **stakeholders are the** important building blocks in the rehabilitation of agricultural marketing infrastructure in the country.
3. Access to finance is essential for agri-input dealers to facilitate the timely purchase of inputs **and** also enables the dealers to provide inputs as crop loans to selected farmers.
4. Input supply chain with well-developed business links among different tiers at retail, wholesale, import, and manufacturing level as well as agri research and extension services is

necessary to enhance the delivery of agri-inputs and technical services, thereby increased crop production in Afghanistan.

5. A strong and efficient system of market information is necessary to bring transparency and facilitate business and policy decisions.
6. Enhancement of local production of inputs, particularly fertilizer and seeds, is necessary to improve input supply and minimize the cost of transportation and marketing at the retail level.

Recommendations

1. Development of trade associations and networking of agri-input dealers with related business and technical institutes/agencies is a relatively new initiative and will need to be assisted for some more time. Similar interventions in future projects are therefore strongly recommended for Afghanistan.
2. To enhance confidence of farmers and agri-input dealers in the quality of agri-inputs, it is recommended that the fertilizer and seed regulatory system be developed and a quality assurance system enforced as soon as possible.
3. To further improve the market transparency and facilitate the emergence of market discipline, the current MIS needs to be strengthened.
4. Production and marketing of improved seeds should be undertaken with an increased focus on village level production by priority sector agencies. Similarly, to enhance the supply of domestic fertilizers, rehabilitation of the Afghanistan Fertilizer Company or a new gas-basis fertilizer manufacturing facility may be considered by the GOA.
5. Inputs and crop produce market development may be considered as an integral part of the new master plan for agricultural development and suitable funds allocated to this activity by the GOA.

I feel we should end the report here. The material given below relates to the summary of the job order

6. There were 350 dealers and extension workers trained in year one in Ghazni, Helmand, Kunduz, Nengarhar and Parwan, and wholesalers in Kabul province.

7. There were 1,500 dealers (including wholesalers and importers) trained during the implementation period.
8. The number of agri-input dealers increased by 10% per annum from 1,436 to 1,900.
9. Two sustainable provincial/regional trade associations in five priority provinces by the end of year two and five regional associations by the end of project.
10. Fertilizer consumption will increase from 213,000 mt to 271,000 mt in five priority provinces and from 87,000 mt to 103,000 mt in the remaining provinces.
11. The seed use by farmers will increase to 50% in 2006 from a base level of 22% in year 2002.
12. The use level of pesticides and fungicides was expected to increase from 14% and 9%, respectively, to 35%.
13. The enhanced supply of inputs will contribute to 25%-35% increase in farm production
14. Wheat and other crop production will increase significantly. Wheat alone will increase by 192,000 mt.

Environmental Impact¹

The improved knowledge of the dealers and agri-input regulatory reforms will significantly mitigate the environmental impact by reduction in soil-nutrient mining; improved use efficiency of fertilizers; reduction in hazardous handling, storage, and use of CPPs; and will improve the adoption of new technologies as demonstrated by ICARDA and others.

Coordination With Partners and Counterpart Institutes

- Close coordination with ⁽¹⁾ ICARDA-project demonstrating new technologies in farmers fields for rapid adoption of technologies and village-based, seed-production enterprises; other NGOs; and the Ministry of Agriculture, Animal Husbandry and Food (MAAHF) extension staff for technology improvement.
- Close collaboration with MAAHF—especially extension department and provincial staff members who will participate in training workshops. Project will coordinate:

Services to be Performed

The summary of the services IFDC was expected to perform is as follows:

- Agri-input dealer training.

- Develop linkages of agri-input dealers with suppliers.

Annexes

Annex 1. Details of Dealer Training Workshops Conducted

No.	Title of workshop	Location	Subjects/Topics discussed	Profile of Participants	Number of Participants
1	Round one	Ghazni	Plants Nutrients, Marketing of Fertilizer in Afghanistan, the importance of improved seeds, Marketing of improved seed, Main diseases of major corps in Afghanistan and Safety use of CPPs	Agri-input dealers agricultural-related departments, farmers, and agriculture-related NGOs	62
2		Parwan			65
3		Kabul			61
4		Nengarhar			60
5		Takhar			52
6		Kunduz			69
7		Baghlan			46
8		Balkh			47
9		Kandahar			66
10		Helmand			59
11		Herat and Farah			64
12		Faryab			33
13		Jawzjan and Sar-e-pul			25
14		Kapisa			53
15		Laghman			51
16		Logar			53
17		Maidan Wardak			50
18	Round Two	Parwan	Refreshment (of Fertilizer, Seed, Safety use of CPPs) Marketing, Planning, Record keeping, Business Associations.	Agri-input dealers agricultural-related departments, farmers, and agriculture-related NGOs	43
19		Kabul			37
20		Kapisa			37
21		Nengarhar and Laghman			52
22		Takhar			33
23		Kunduz			47
24		Balkh			39
25		Ghazni			57
26		Helmand			43
27		Herat			42
28	Round three	Kabul	Plants Nutrients, Practical Show Of Fertilizer Use, Business Associations, Marketing, Association Development, Farm Implements And Practical Show Of Modern Agricultural Machinery	Agri-input dealers agricultural-related departments, farmers, and agricultural-related NGOs	46
29		Parwan			43
30		Laghman			37
31		Takhar			29
32		Nengarhar			43
33		Kunduz			52
34		Baghlan			40
35		Kapisa			31
36		Balkh			26
37		Herat			47
38		Bamyan			29
39		Bamyan			13
40		Logar			41
41		Ghazni			36

No.	Title of workshop	Location	Subjects/Topics discussed	Profile of Participants	Number of Participants
42	Round Four	Jalalabad	The importance of improved seeds, Practical show of liquid fertilizer, Association members' responsibilities, Business planning and financing the associations	Agri-input dealers Agricultural related departments, farmers, and Agricultural-related NGOs	63
43		Laghman			39
44		Balkh			60
45		Parwan			40
46		Takhar			33
47		Kunduz			38
48		Kabul			36
49		Baghlan			48
50		Kapisa			23
51		Herat			49
52		Logar			39
53		Ghazni			33
54	Round Five	Kabul	Main diseases of major corps, Safety use of CPPs, Association boar of directors' responsibilities, Marketing (record keeping), Planning and Small from implements	Agri-input dealers Agricultural related departments, farmers, and Agricultural-related NGOs	52
55		Parwan			53
56		Kapisa			55

Annex 2. Training Materials and Farmer Education Literature Prepared

No.	Title	Number printed	Beneficiaries	Contents	Remarks
1	Recommendation charts for Kabul Zone which covers Kabul, Maidan Wardak, Gazni, Logar, Paktia, Paktika, Parwan and Panjshir provinces	1,000 copies four color	Agri-input dealers Agricultural relate dep. Farmers, and Agricultural-related NGOs	Seed rate, fertilizer application rate and time, disease etc. of the main crops like wheat, corn, potato, apples, and grapes apricot.	Dari and Pashto languages
2	Recommendation charts for North Zone which covers Bulkh, Samangan, Jozjan, Maymana and Saripul provinces.	500 copies Four color		Seed rate, fertilizer application rate and time, disease etc of the main crops like wheat, maize, rice, cotton, okra, tomato, onion, watermelon, melon, pomegranate, almond, grapes	Dari and Pashto languages
3	Recommendation charts for Northeast Zone which cover Badakhshan, Takhar, Kunduz and Baghlan provinces	500 copies Four color		Seed rate, fertilizer application rate and time, disease etc of the main crops like wheat, maize, rice, potato, cotton, okra, tomato, onion, watermelon, melon, pomegranate, almond, grapes, sugar beat, peach, apricot, apple, alfalfa.	Dari and Pashto languages
4	Recommendation charts for Kandahar Zone which cover Kandahar, Zabul, Urozghan, Nimroz and Helmand provinces	800 copies Four color		Seed rate, fertilizer application rate and time, disease etc. of the main crops like wheat, rice, maize, cotton, grapes, pomegranate, melon, watermelon, alfalfa, and apricots	in Dari and Pashto languages
5	Recommendation charts for Ningarhar Zone which cover Ningarhar, Khost, Laghman, Kuner, Kapisa and some parts of Kabul provinces	1,000 copies Four color		Seed rate, fertilizer application rate and time, disease etc., of the main crops like wheat, rice, maize, cotton, potato, tomato, okra, watermelon, cauliflower, onion, and citrus.	in Dari and Pashto languages
6	Recommendation charts for high elevation Zone which cover Badakhshan, Ghor, Wardak, Noristan provinces	500 copies Four color		Seed rate, fertilizer application rate and time, disease etc of the main crops like wheat, potato, onion, apple and alfalfa.	in Dari and Pashto languages
7	Wheat folder	14,000 copies		Land preparation, cultivation, fertilizer application, seed rate, disease etc.	Dari
8	Fertilizer booklet	2000		Information about different fertilizer and adoption in Afghanistan soil	in Dari and Pashto languages
9	IFDC leaflets	1,000		Information about IFDC (AIDTDP) activities in Afghanistan	in Dari and Pashto languages
10	Codling moth leaflets	1,000		How to prevent and deal with codling moth larva and when it happens?	in Dari and Pashto languages

No.	Title	Number printed	Beneficiaries	Contents	Remarks
11	Grape powdery mildew	1,000		How to prevent and deal with Grape powdery mildew and when it happen	in Dari and Pashto languages
12	Wheat Sunn Pest leaflet	2,000		How to prevent and deal with wheat sunn pest and when it happen	in Dari and Pashto languages
13	Wooly apple aphid	1,000		How to prevent and deal with Wooly apple aphid and when it happen	in Dari and Pashto languages
14	Calendar 1384	1,500 copies Four color		Explain IFDC activities and gives useful agricultural-related messages for dealer and farmers	
15	Seed chart	1,500 copies Four color		Shows the different farmers whom is using improved seed and fertilizer and whom is not using improved seed and fertilizer	
16	DAP stickers	2,000 copies Four color		It shows DAP efficiency	
17	Limesulpher posters	1,000 copies Four color		The solution that how to make Lime sulpher and how to use it	in Dari and Pashto languages
18	Codling Month Posters	1,500 copies Four color		The cycle of codling month is shown	
19	Registration book	2,000 copies Four color		For dealers to record their business	in Dari and Pashto languages
20	Calendar 1385	1,500 copies Four color		Explain IFDC activities and gives useful agricultural-related messages for dealer and farmers	

SOME PHOTOS OF PROJECT ACTIVITIES



Agri-Input Dealer Training



Training of Association Building



AIDTDP staff member talking to dealer



AIDTDP Field Demonstration



AIDTDP staff member offering advice to dealer on Storage of Seeds



Discussion on the Formation of National Association

Annex 3. Province and Bazaar Wise Details of **On the Job** Trainings

AIDTDP Training Workshops/Seminars

No	Title of workshop	Location	Subjects/Topics discussed	Profile of Participants	Number of Participants
1.	workshop of importers and wholesalers	Ghazni	How to plan, marketing, customer handling, book-keeping and records, and other business	Importers, wholesalers and provincial Agri- Director	14
2.	Traders meeting	Kabul, Jalalabad & Ghazni	MAAH has launched a wheat campaign, they wanted to make sure that the required inputs, specially fertilizer and CPPs are available in the country	Agri-input Dealers and Mr. Abdul Ghafoor, Advisor in MAAH	15
3.	Wholesalers workshop	Jalalabad	How to plan, marketing, customer handling, book-keeping and records, and other business	Traders, the deputy director of agriculture and the head of administration of the province	16
4.	Traders meeting	Kabul, Jalalabad & Ghazni	Covering most of the problems indicated by the traders, particularly the need for credit and the removal of taxes, duties	Private and independent agricultural input wholesalers/dealers (fertilizers, seeds, CPP) from Kabul, Jalalabad and Ghazni with the Minister of Agriculture and Livestock, Syed Hussein Anwari in the ministry	14
5.	Importer meeting	Kabul	Importers role in Agribusiness of Afghanistan	Agri-input dealers	15
6.	Wholesalers meeting	Jalalabad	Covering most of the problems indicated by the traders	Agri-input importers and wholesalers	10

On-the-Job Training of Agricultural Retailers (8-10 Dealers Participated in Trainings)

No.	Title of Workshop	Location	Subjects/Topics Discussed	Profile of Participants	Number of Participants	Remarks
1.	On site Training by regional coordinators	Kabul , Bagh Qazi Sari Shamali, Charisyab	Salesmanship, inventory, Bookkeeping	Retailers	60	Meetings have done in small groups in each district bazaar.
2.		Parwan , Charikar Jabulsaraj, Ghurband			15	
3.		Kapisa , Sayad, Da BaBa Ali, Jamail Agha			45	Many meetings have done in one province.
4.		Ningarhar , Zaratti Market, Behssod, Batti Kot, Ghani Khil, Torkham			70	
5.		Laghman , Mandawy Hadi Omer Zai, Alishing			25	Bazaar wise 8-10 dealers
6.		Balkh , Market Moder Qaume, Balkh, Rasta Shafakhana, Mandawy			40	
7.		Baghlan , Poly Khumri, New Baghlan, Old Baghlan			30	
8.		Kunduz , Kunduz city, Bandar Khan Abad, Kohna Foroshy, Konjara Foroshy			40	
9.		Takhar , Taliqan Market, Rastia Qanadi			20	
10.		Ghazni , Jadi Koly Sabaz, lab Daria, Ghazni Bazar, Jadi Forighi, Qara Bagh			150	
11.		Logar , Poly Alam, Hazir, Bariki Barak, Khoshi			100	
12.		Maidan Wardak , Jalraiz, Chak, Dai Merdad, Firs/Sec part of Bahsood, Sayad Abad			60	
13.		Bamyan , Center of Bamyan, Yakawlang, Syghan, Kohmard, Waras, Panjab			50	
14.		Paktia , Gardiz market, Zurmat			35	
15.		Khost , Center of Khost, Sari, Bag, Ali Shir, Do Mando			40	
16.		Paktika , Sharan, Mita Khan, Orgon, Soribi, Sari Hoza			35	
17.		Panjshir , First/ Sec part of Panjshir			20	
18.		Heart , Darwaza-i-Khoshk, Qandahar Door, Speen Ada, Bazar Kandahar			45	
19.		Helmand , Khochai Khayata, Breshna Kocha, Zara Mandawe, Marja, Nad Ali			40	

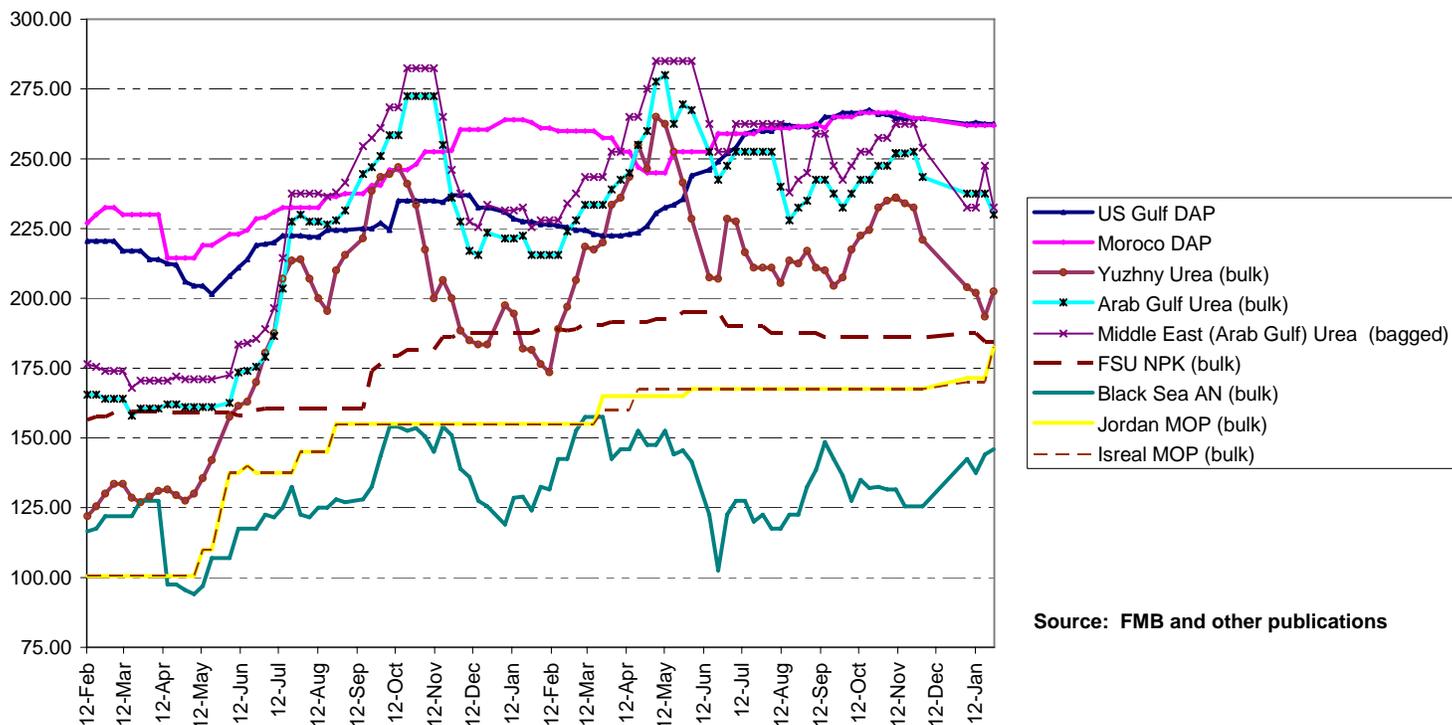
No.	Title of Workshop	Location	Subjects/Topics Discussed	Profile of Participants	Number of Participants	Remarks
20.		Kandahar , Bro-Bazaar, Zor Gange,			40	
21.		Ningarhar	Association building	Agri-input dealers	60	
22.		Laghman			30	
23.		Ghazni			70	
24.		Kabul			90	
25.		Helmand			85	
26.		Herat			60	
27.		Balkh			50	
28.	On site Training by Training Manager	Ningarhar Association	Board of director responsibilities	Association board director members	7	
29.		Herat Association			7	
30.		Kabul Association			11	
31.		Helmand Association			14	

Annex 4. Copy of MIS Document

FERTILIZER INTERNATIONAL PRICE GUIDE (All prices in U.S. Dollars per Ton)									
	DAP	DAP	Nitrogen (Urea)	Nitrogen (Urea)	Nitrogen (Urea)	NPK 16-16-16	AN	MOP	MOP
	f.o.b. bulk	f.o.b. bulk	f.o.b. bulk	f.o.b. bulk	f.o.b. bagged	f.o.b. bulk	f.o.b. bulk	f.o.b. bulk	f.o.b. bulk
Date	U.S. Gulf	Morocco	Yuzhny	Arabian Gulf	Arab Gulf	FSU	Black Sea AN	Jordan MOP	Israel MOP
02-Jun-05	244.00	252.50	228.50	267.50	285.00	195.00	141.50	167.50	167.50
16-Jun-05	246.00	252.50	207.50	252.50	262.50	195.00	122.50	167.50	167.50
23-Jun-05	249.00	259.00	207.00	242.50	252.50	195.00	102.50	167.50	167.50
30-Jun-05	252.00	259.00	228.50	247.50	252.50	190.00	122.50	167.50	167.50
07-Jul-05	254.00	259.00	227.50	252.50	262.50	190.00	127.50	167.50	167.50
14-Jul-05	259.00	259.00	216.50	252.50	262.50	190.00	127.50	167.50	167.50
21-Jul-05	260.00	259.00	211.00	252.50	262.50	190.00	120.00	167.50	167.50
28-Jul-05	260.00	261.00	211.00	252.50	262.50	190.00	122.50	167.50	167.50
04-Aug-05	260.00	261.00	211.00	252.50	262.50	187.50	117.50	167.50	167.50
11-Aug-05	262.50	261.00	205.50	240.00	262.50	187.50	117.50	167.50	167.50
18-Aug-05	262.00	261.00	213.50	228.00	238.00	187.50	122.50	167.50	167.50
25-Aug-05	261.50	261.50	212.50	232.50	242.50	187.50	122.50	167.50	167.50
01-Sep-05	261.50	261.50	217.00	235.00	245.00	187.50	132.50	167.50	167.50
08-Sep-05	261.50	262.50	211.00	242.50	259.00	187.50	138.50	167.50	167.50
15-Sep-05	265.00	261.00	210.00	242.50	259.00	186.00	148.50	167.50	167.50
22-Sep-05	265.00	265.00	204.50	237.50	247.50	186.00	142.50	167.50	167.50
29-Sep-05	266.50	265.00	207.50	232.50	242.50	186.00	136.50	167.50	167.50
06-Oct-05	266.50	265.00	217.50	237.50	247.50	186.00	127.50	167.50	167.50
13-Oct-05	266.50	266.50	222.50	242.50	252.50	186.00	135.00	167.50	167.50
20-Oct-05	267.50	266.50	224.50	242.50	252.50	186.00	132.00	167.50	167.50
27-Oct-05	266.00	266.50	232.50	247.50	257.50	186.00	132.50	167.50	167.50
03-Nov-05	266.00	266.50	235.00	247.50	257.50	186.00	131.50	167.50	167.50
10-Nov-05	264.50	266.50	236.00	252.00	262.50	186.00	131.50	167.50	167.50
10-Nov-05	264.50	266.50	236.00	252.00	262.50	186.00	131.50	167.50	167.50
17-Nov-05	264.50	265.50	234.00	252.00	262.50	186.00	125.50	167.50	167.50
24-Nov-05	264.50	264.50	232.50	252.50	262.50	186.00	125.50	167.50	167.50
01-Dec-05	264.50	264.50	221.00	243.50	254.00	186.00	125.50	167.50	167.50
05-Jan-06	262.50	262.00	204.00	237.50	232.50	187.50	142.50	171.50	170.00
12-Jan-06	263.00	262.00	202.00	237.50	232.50	187.50	137.50	171.50	170.00
19-Jan-06	262.50	262.00	193.50	237.50	247.50	184.50	144.00	171.50	170.00
26-Jan-06	262.50	262.00	202.50	230.00	232.50	184.50	146.00	182.50	182.50

Annex 4 Copy of MIS Document (Contd)

**International Fertilizer Prices
fob \$/mt
2004**



Source: FMB and other publications

**Local Fertilizer Prices
AFs/Bag
January**

	Kabul	Ghazni	Jalalabad	Helmand	Herat	Mazar
Urea	620	595	572	675	650	566
DAP	1200	1120	1161	1280	1180	
Nitrophos	880	750		820	830	
TSP		950	943	670	830	
AN						
Turkmenistan SP	550			570	340	458
ASP				1035		
SP Kazakhstan						430
CAN						
AS						
SOP						

Source: IFDC Regional Coordinator.

Conversion rate: 1.17 Rs= 1Afs

Annex 4 Copy of MIS Document (Contd)

Local Seed Prices

AFs/ Kg
January

	Kabul	Jalalabad	Helmand	Herat	Mazar
Wheat	21		17	12	13
Tomato	2500	2100	400	600	300
Onion	600		200	120	700
Potatoes		11	14	12	14
Maize		7	19		12
Bean			50	20	35
Cotton		7.5			
Okra	150	117			80

Source: IFDC Regional Coordinator.

Conversion rate: 1.17 Rs= 1Afs

Local CPP Prices

January

	Kabul	Ghazni	Jalalabad	Helmand	Heart	Mazar
Deptrix (kg)	350	402	673	445	300	
Malathion (liters)	250	285	210	290	250	245
Metyl Parathion		283	0	260	200	250
Metamedo Phose		203	0	240	220	220
Carbaryl (sevin) (kg)	300	284	294	380	240	300
Sulfur Powder (kg)	20	21	0	10	13	20
Cupravit Blue (kg)	220	200	252		225	400
Zineb (liters)	250	225	252		250	400
2-4, D (liters)	180	200	159	190	160	165
Zinc Phosphide (kg)	300	300	378		250	300

Source: IFDC Regional Coordinator.

Conversion rate: 1.17 Rs= 1Afs.

Annex 4 Copy of MIS Document (Contd)

Commodity Prices

Af/Kg

January

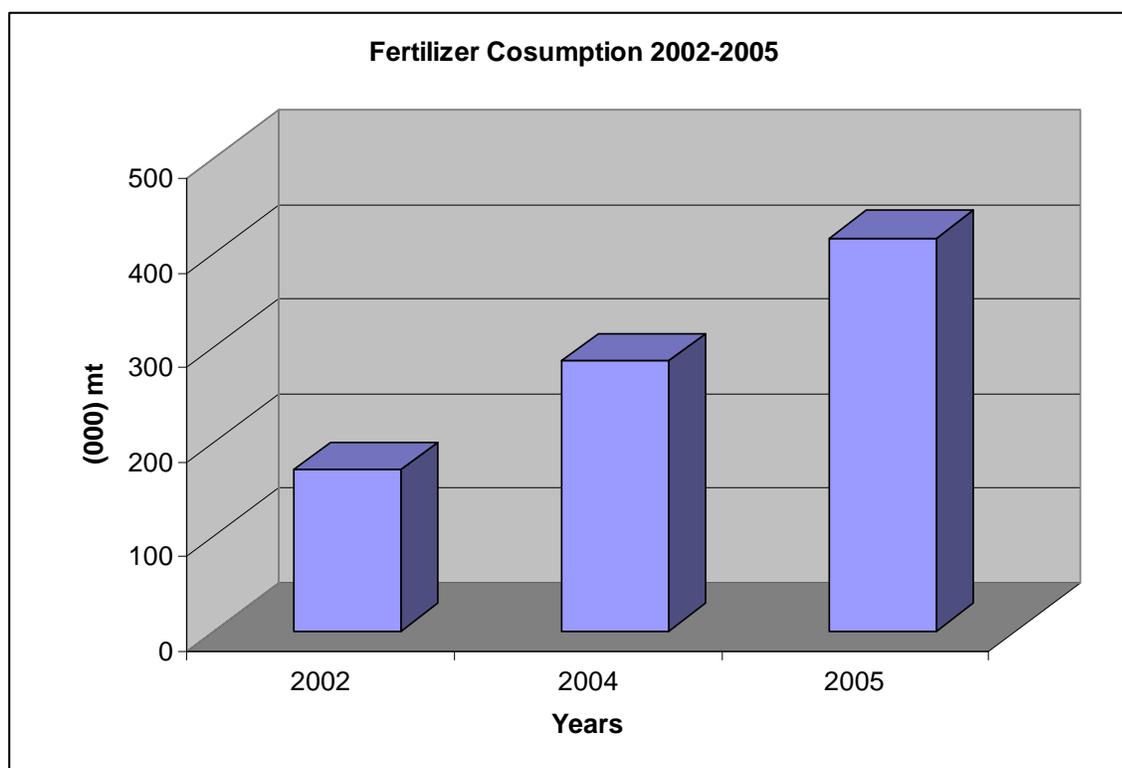
	Kabul	Ghazni	Jalalabad	Helmand	Heart	Mazar
Wheat	12	13.5		14	12	9.5
Rice	31	35	33	37	34	34
Corn	10	12	6	6.5	-	11.5
Potato	14	9	10	13	12	13
Tomato	25	40	16	35	40	50
Okra	50		57	65	-	
Egg Plant	20	30	18	23	20	30
Chicken Meat	80	90	75	80	75	85
Lamb Meat	200	140	210	180	220	180
Beef Meat	140	200	125	130	130	160

Source: IFDC Regional Coordinator.

Conversion rate: 1.17 Rs= 1Afs

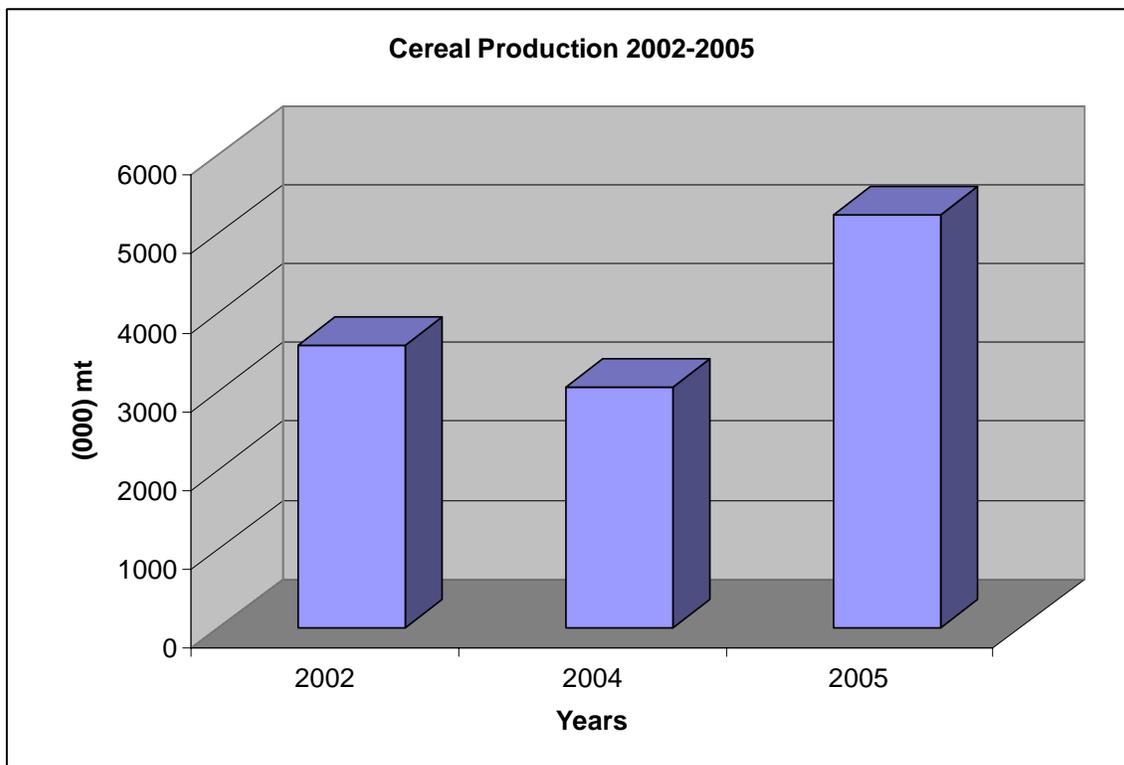
Annex 5. Estimated Fertilizer Sales in Afghanistan - 2005

Fertilizer	Reported Sales in Metric Tons
Urea	175,229
Diammonium Phosphate	86,509
Nitrophos	44,473
Ammonium Nitrate	8,510
Ammonium Sulfate	215
Calcium Ammonium Nitrate	20,710
Triple Superphosphate	1,865
Single Superphosphate	32,640
Ammoniated Superphosphate	3,362
Muriate of Potash	2,351
Other	40,100
Total	415,000

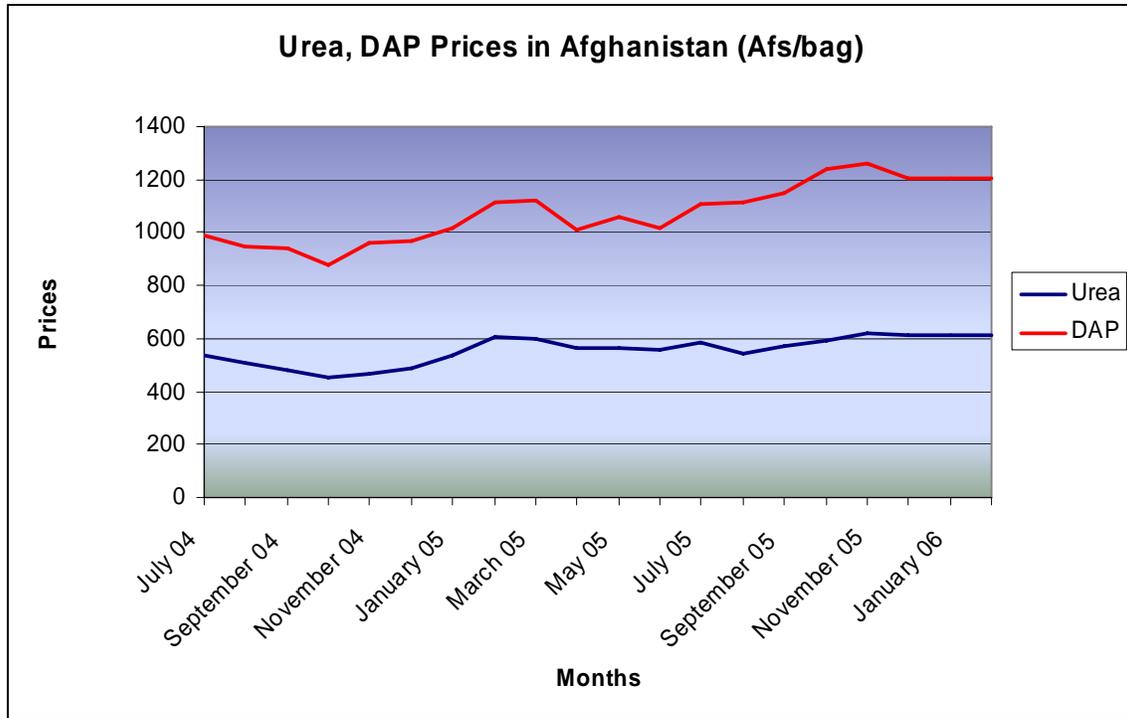


Annex 6. Cereal Production in Afghanistan

Year	Area (000) He	% Change	Production (000) mt	% Change	Yield/He
2002	2,213	-	3589	-	1.62
2003	2,819	+27.3	5373	+49.7	1.90
2004	221	-21.0	3057	-47.2	1.37
2005	3,003	35.2	5243	+71.5	1.74



Annex 7. Urea and DAP Prices from July 2004 up to January 2006.



Annex 8. AIDTDP Publications



